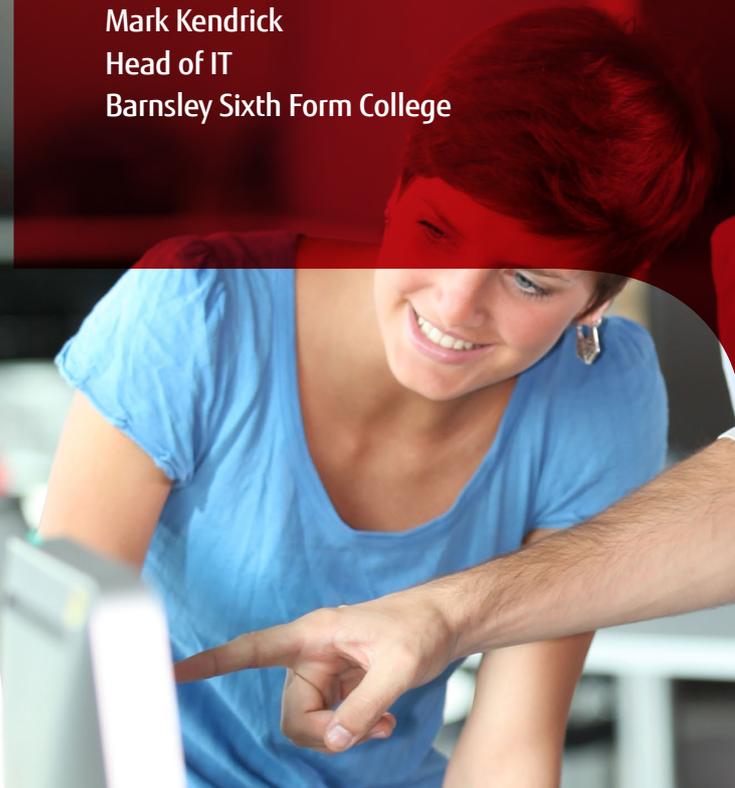


“Working together is crucial in the modern learning environment and the Fujitsu kits allows us to do that very effectively. It has generated a lot of drive and enthusiasm to succeed among our pupils.”

Mark Kendrick
Head of IT
Barnsley Sixth Form College



Barnsley College deploys hundreds of Fujitsu end-user devices and PRIMERGY servers, within a strict budget, to enhance productivity and improve the learning environment.

At a glance

Country: United Kingdom
Industry: Education
Employees: Over 50
Website: www.barnsleysixthformcollege.co.uk

Challenge

Barnsley Sixth Form College needed to build a new sixth form centre that would meet the needs of students and teachers. This entailed fitting it out with the latest technology within a strict budget.

Solution

The college turned to long-time partner Fujitsu and deployed hundreds of end-user devices, including mini-PCs, notebooks and tower PCs, as well as Fujitsu PRIMERGY servers for disaster recovery.

Benefit

- Reliable, high-performing technology environment enhances productivity
- Improved performance and faster log-on times reduce user frustration
- Robust reliability frees up the IT team to add more strategic value
- Consumes less energy and makes less noise for a more tranquil learning environment at lower costs

Customer

Part of the wider Barnsley College campus, Barnsley Sixth Form College offers a range of subjects taught by professional and enthusiastic tutors as well as a variety of different enrichment programmes. It sets high expectations for all its students and uses technology as a key tool to enhance the learning experience.

Products and services

- 237 x FUJITSU Notebook LIFEBOOK E554
- 169 x FUJITSU Desktop ESPRIMO Q520
- 60 x FUJITSU Desktop ESPRIMO P420
- FUJITSU Server PRIMERGY

Challenge

Barnsley College has, over the years, built up a strong relationship with Fujitsu. Not only is it a technology ambassador for the company, but it has also invested in Fujitsu equipment in its technology innovation hub and in various parts of the school. So when it came to undertake a £16.5m project rebuilding the sixth form centre, Fujitsu was top of the list.

"We have engaged Fujitsu in the past in the sports village and for a range of laptops and desktops across campus and found that the machines were efficient, reliable and fast," explains Mark Kendrick, Head of IT, Barnsley Sixth Form College. "It made perfect sense therefore to partner with Fujitsu for our ambitious new sixth form centre with the aim of equipping everything with Fujitsu."

The college treated this project as if it were a greenfield site and started from scratch from a technology perspective: "The equipment in the old centre was at least six years old and performed poorly, leading to frustration among users. The best solution was to rip out and replace the entire estate," adds Kendrick.

Solution

Barnsley College deployed 169 Fujitsu ESPRIMO Q520 Desktop PCs, which feature full desktop PC functionality in a stylish and compact housing. The Zero Noise functionality guarantees silent operation while an integrated 90 per cent efficient power supply cuts the college's energy bill. Its compact size and wide range of interfaces make the Fujitsu ESPRIMO Q520 Desktop PCs the first choice for locations where space saving is key.

These devices were complemented by 60 Fujitsu ESPRIMO P420 Desktop Tower PCs as well as 237 Fujitsu LIFEBOOK E554 notebooks. The college also installed Fujitsu PRIMERGY servers to support disaster recovery. In total, it took the teams from Fujitsu and Barnsley College three weeks to design, build and switch on the new solution.

"We carried out the rebuild over summer so there was minimal disruption to school business and, by collaborating closely with Fujitsu, we were able to ensure it was a smooth and seamless transition," continues Kendrick. "We imaged the devices ourselves and they now run Microsoft Office 365 as well as more demanding applications such as Adobe Creative Suite and AutoCAD."



Benefit

The new sixth form centre now has the technology platform to provide its 600 students and 50 teachers with the tools they need to thrive. Self-organised learning zones enable students to work from any laptop anywhere in the building for optimal productivity and collaboration.

"Working together is crucial in the modern learning environment and the Fujitsu kits allows us to do that very effectively," says Kendrick. "It has generated a lot of drive and enthusiasm to succeed among our pupils."

Kendrick has also been impressed by the build quality and reliability of the Fujitsu hardware. Whereas the old, unbranded equipment may have cost less, it often turned out to be a false economy as they would fail much quicker and more often, draining the IT team's resources.

"Cost is a big driver for us because our budget decreases year on year and Fujitsu has allowed us to drive costs down without sacrificing quality," comments Kendrick. "We expect these devices to last for several years without any noticeable deterioration in performance so we can really sweat the assets. Furthermore, they use considerably less energy which makes for further savings while minimising our environmental impact."

The reaction of teachers, students and parents has also been positive. From a previous position where technology was seen as a necessary evil and complaints were frequent, users now love the speed and stability of the new Fujitsu machines.

"Staff tell us that the new kit is amazing and love the fact that they can boot up within seconds," remarks Kendrick. "In addition, it is proving to be a real bonus for prospective students and their families. We aim to increase the intake by 40 per cent and having this bright, shiny technology is a fantastic selling point."

With the sixth form centre successfully up and running, the college is looking at other areas where Fujitsu might add value. This includes delivering new innovation hub courses together as well as the replacement of more legacy technology.

"Within three years, I expect we will have migrated to Fujitsu across the entire of Barnsley College's estate, not just the sixth form centre. This approach of partnering with a tier one technology provider will be a key driver in differentiating the college and attracting new students.

"We have a phenomenal amount of free time within the IT department now because we are not tied up firefighting. That frees up resources and allows us to focus on developing our own skills," concludes Kendrick.

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